

PROJECT PROPOSAL

ERP Implementation for Sharma Textiles

Proposal for integrating inventory, sales and accounts on a single cloud
ERP

PREPARED FOR
Management, Sharma Textiles Pvt. Ltd.

PREPARED BY
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01 EXECUTIVE SUMMARY

Sharma Textiles runs inventory, sales and accounts on separate spreadsheets and a legacy desktop package, which causes stock mismatches and delays in month-end closing. Northfield Consulting proposes a phased implementation of a cloud ERP covering inventory, purchase, sales, GST-ready accounting and dashboards, delivered in 20 weeks with training and three months of support.

20 weeks

5 modules

3 months

Implementation	In scope	Post-go-live support
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02 BACKGROUND AND NEED

The business has grown to three warehouses and over 400 active customers. Data is entered several times in different systems, so stock levels and receivables are often out of date.

Management needs a single view of stock, orders and cash to plan production and purchasing confidently.

- Stock mismatches between warehouses
- Month-end closing takes about 12 days
- No real-time view of receivables

03 GOALS AND OBJECTIVES

Give Sharma Textiles one reliable system for operations and finance.

1. Integrate inventory across three warehouses.
2. Automate sales orders, invoicing and GST reports.
3. Reduce month-end closing time.
4. Provide management dashboards.

04 APPROACH AND ACTIVITIES

Discovery

Workshops with each department to map current processes and pain points.

Configuration

Set up masters, workflows, approval rules and reports.

Data migration

Clean and migrate item, customer, supplier and opening balance data.

Testing and training

User acceptance testing with real scenarios and role-based training.

Go-live and support

Cut-over plan, hyper-care and three months of support.

Deliverables

Deliverable	Description	Due
Process blueprint	Future-state process maps	Week 4
Configured ERP	All modules in test	Week 12
Migrated data	Verified masters and balances	Week 15
Trained users	Role-based sessions	Week 18
Go-live	Production system	Week 20

05 TIMELINE

The work plan below shows the main activities and their indicative timing.

Activity	W1–4	W5–8	W9–12	W13–16	W17–20
Discovery	■				
Configuration		■	■		
Data migration			■	■	
Testing and training				■	■
Go-live					■

06 TEAM AND GOVERNANCE

Name	Role	Responsibility
Ananya Desai	Engagement manager	Delivery and client communication
Rahul Bhat	Functional consultant	Inventory and sales
Sonal Shah	Finance consultant	Accounts and GST
Client process owners	Key users	Decisions and testing

A fortnightly steering meeting with the client's directors will track milestones, risks and decisions.

07 BUDGET

All amounts are estimates in Indian rupees and are provided as sample figures for planning.

Head	Details	Amount (₹)
Consulting fees	Discovery, configuration and testing	950,000
Data migration	Cleaning and loading	180,000
Training	On-site sessions and manuals	120,000
Support	Three months post go-live	150,000
Total		1,400,000

08 MONITORING AND EVALUATION

Indicator	Target	How measured
Stock accuracy	98%	Cycle counts
Month-end closing	≤ 5 days	Finance calendar
Order-to-invoice time	Same day	ERP reports
User adoption	100% transactions in ERP	System audit

09 RISKS AND MITIGATION

Risk	Likelihood	Mitigation
Poor data quality	High	Data cleaning sprint before migration
Key users unavailable	Medium	Agreed time commitment per week
Scope creep	Medium	Change-request process

10 ASSUMPTIONS

The client will provide a project coordinator, timely access to data and availability of key users for workshops and testing. Licence costs for the ERP are billed separately by the software provider.

11 CONCLUSION

A well-implemented ERP will give Sharma Textiles accurate stock, faster closing and better decisions. We look forward to partnering on this transformation.

Next step

Sign the engagement letter so that the discovery workshops can start on the agreed date.

Ananya Desai

Submitted by

Approved by (name, designation)

12 ANNEXURE: CONTACT DETAILS

Organisation	Northfield Consulting
Contact person	Ananya Desai, Engagement Manager
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